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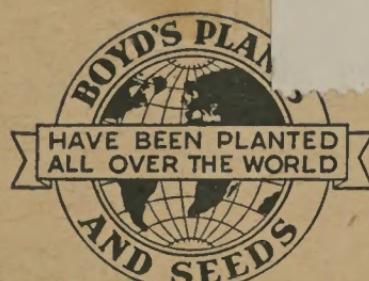
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SAVE THE LAND  
BY PLANTING

Boyd  
NURSERY CO.

TENN.

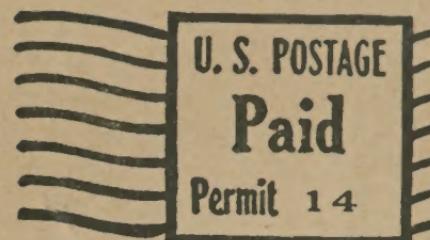


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U. S. Department of Agriculture





**Read It!  
Use It!!  
Save It!!!**

# HERE IS YOUR 1940 **BETZ TREE NEWS**



MR. FRANK S. BETZ  
of Hammond, Indiana

## DID YOU KNOW . . .

That walnut trees will pay off the mortgage on the Home or Farm—that black walnut trees will produce the finest, the most valuable timber, and at the same time yield quantities of the richest nuts, whose kernels are marketed in abundance at a good price?

	Per 25	Per 100	Per 250
6-12 inch	\$0.75	\$2.00	\$3.75
12-18 inch	1.00	3.00	6.00
18-24 inch	1.25	4.00	7.65

## Attention to Special Collections

Realizing the fact that many people are interested in various types of Shrubs and Trees, but quite a number do not know the exact variety of plant they want, for that reason we are putting in this Bulletin quite a number of "Collections" and have made the prices very reasonable on them.

In ordering Collections, please order by Number and Name.

NOTICE—Only the Collections are sold prepaid, and all other stock sold F. O. B. McMinnville, Tennessee.

### WINDBREAK COLLECTION

No. M

3 TO 4 FEET HIGH

20 LOMBARDY POPLAR. Tall Growing.

\$2.35

Express Prepaid.

It is again our pleasure to present you with the 1940 edition of the BETZ TREE NEWS. In the past editions we have given the life-long history of Mr. Frank S. Betz, of Hammond, Indiana.

Mr. Betz retired about fifteen years ago from active work. He, at that time, was the largest Manufacturer of Surgical Supplies in the United States. Mr. Betz has traveled all over the European countries, Asia, and Africa several times, and he knew the necessity of trees. He knew about the trees that were being slaughtered and wasted throughout the United States, and also about the Forest Fires that should be prevented.

For many years Mr. Betz put out Bulletins, explaining the facts about the destroying of our trees, and encouraged the planting of small seedling trees, and for many years the Boyd Nursery Company cooperated with Mr. Betz. About two years ago Mr. Betz suffered a stroke of paralysis and not being in any physical condition to carry on his Tree Business, asked the Boyd Nursery Company to keep it going. To the old customers of Mr. Betz, I am sure that you understand and recognize the name when you first see it, BETZ TREE NEWS. Mr. Betz turned his complete mailing list over to us and said, "Keep sending these good people the news," and that is what we are attempting to do.

The TREE NEWS will go to many people. Some are very interested in the work and are helping to carry it on; to others it is just another advertisement coming in, and will throw it into the first waste basket they see; but friends, if you will study this, I believe that you will derive a little benefit for the few minutes that you spend reading it.

### BIRD SPECIAL

No. N

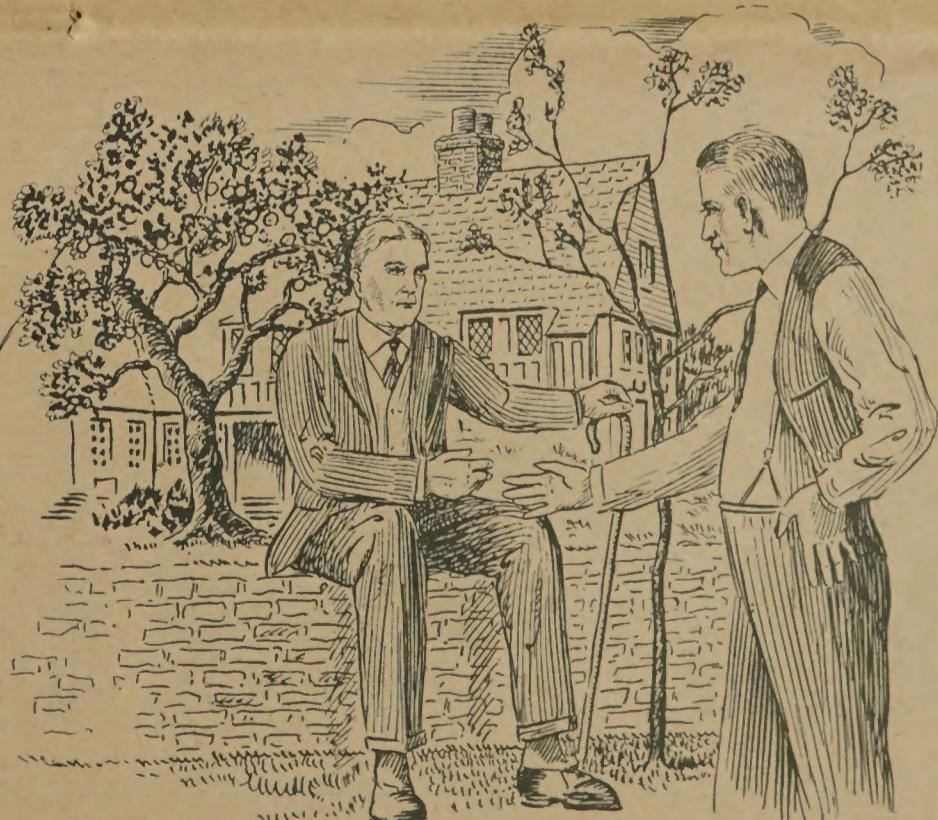
FEED THE BIRDS

12 PLANTS—12 TO 18 INCHES HIGH

- 2 CHOKEBERRY. Black Fruit.
- 2 STRAWBERRY BUSH. Red Fruit.
- 2 CORALBERRY. Dark Red Fruit.
- 2 BEAUTYBERRY. Purple Fruit.
- 2 WINTERBERRY. Red Fruit.
- 2 AMERICAN ELDER. Bluish-purple Fruit.

Post Paid.  
For \$1.65

WILL YOU CARRY ON FOR ME?



**BOYD NURSERY CO., McMinnville, Tennessee**

## WOMAN'S CLUB SPECIAL

NO. A

### 90 BEAUTIFUL FLOWERING SHRUBS

1 TO 2 FEET HIGH

TEN EACH OF THE FOLLOWING VARIETIES

#### ALTHEA

Rose of Sharon

#### SWEET SHRUB

Chocolate Colored Flowers

#### SPIREA VAN HOUTTEI

Snowflake White

#### RED BARK DOGWOOD

Creamy White

#### PINK SPIREA

Rosy Pink Flowers

**ALL FOR \$5.65**  
Express Prepaid

## COUNTY AGENTS

There is no more important work in your entire county than the work you do every day as part of your regular job. Sometimes you may think the pay is small but you are both teaching and learning whenever you put one of your farmer friends on the right track. In this generation you may live to see the fruits of your work reflected in happier, more prosperous citizens of your community.

Perhaps there are some items in this folder that will help you to solve the problems that are facing land owners near you. Read it over carefully and if you would care to have additional copies for free distribution they are yours for the asking.

## BETZ TREE SPECIAL

No. B

### 90 FLOWERING AND SHADE TREES

2 TO 4 FEET HIGH

RED BUD. Reddish Pink Flowers.

WHITE FLOWERING DOGWOOD. White Flowers.

CHINESE ELM. Fast growing, drought resistant shade tree.

SWEET GUM. Rugged bark, brilliant autumn coloring leaves.

AMERICAN BEECH. Grayish-White bark.

TULIP POPLAR. Tulip shaped flowers.

BLACK WALNUT. Edible nuts, good for shade.

AMERICAN SYCAMORE. Grayish, scaly bark.

SILVER LEAF MAPLE. Good for shade, rapid growing.

Ten each of the above varieties.

## ALL FOR \$6.45

Express Prepaid.

## DOCTORS

More than any other professional man, perhaps, the doctor needs a hobby. His working hours are so irregular and his work so exacting that he finds it necessary to get away for a few hours occasionally and relax.

THERE ARE THOUSANDS OF DOCTORS WHO GROW THINGS—Flowers, trees, etc., as their recreation. Some of the outstanding developments in horticulture have been made by doctors who engaged in this work as a hobby.

EVERY YEAR AN INCREASING NUMBER OF DOCTORS order plants and tree seedlings from us. We begin this pleasant and profitable activity. Some use city backyards or vacant lots; others plant small gardens in the country. This gives them pleasure, a good amount of down time and also adds quite materially to their income.

IN THESE PAGES THERE ARE DOZENS OF SPECIAL ITEMS THAT WILL APPEAL TO DOCTORS. If you have already started this interesting work, why not add a few new things this year and then pass this list on to some patient who needs this prescription himself?

IN MAKING YOUR ROUNDS YOU SEE EXAMPLES EVERY DAY OF FARMS THAT HAVE SUFFERED FROM SOIL EROSION—FARMS THAT NO LONGER PAY THEIR OWN WAY. IF YOU WOULD LIKE TO ASSIST IN THE WORK OF REFORESTATION AND RECLAIMING OF THESE WASTE AREAS, WE WILL GLADLY SEND YOU ADDITIONAL COPIES OF THIS BETZ-BOYD NEWS FOR FREE DISTRIBUTION IN YOUR SECTION OF THE COUNTRY.

## HYDRANGEA

Creamy-White Flowers

## FORSYTHIA

Golden Yellow, Bell Shaped

## WEIGELIA

Pink Flowers

## DEUTZIA

Pinkish-White Flowers

**ALL FOR \$5.65**  
Express Prepaid

## SCHOOL TEACHERS

One of the first things you learned about children was that they would do willingly and enthusiastically anything that we interested them to. You can help in the important work of restoring the rich top-soil to many a depleted farm or meadow by explaining to your pupils the process of rainfall and the damage of erosion. USE THE ARTICLES IN THIS PAPER FOR TALKS TO YOUR CLASS. If you want additional copies they will be sent to you free of charge. Perhaps they will be interested in planting the school grounds, too, and you can help them get started.

In rural sections and even in cities, many school teachers are growing CHRISTMAS TREES for additional income. If you have a plot available this would be a most pleasant and profitable diversion for you. If you have a larger area there are many items in this Boyd-Betz News that will be of interest to you.

## COLLEGE PROFESSORS

Do you wonder sometimes, where you can get new material for your daily talks to your pupils? Try passing up the regular English class some day and use the time in discussion of some of the articles in this paper. New interests will be aroused and you will be doing an excellent service for the entire community. IF YOU WANT ADDITIONAL COPIES FOR CLASS STUDY AND QUIZZES, we will send them free.

We never knew a professor who didn't like to grow things himself; it might be dahlias, irises, peonies or just plain petunias but they invariably do a good job with whatever they grow. Many fine hours, with profit attached, await you if you care to plant some of the trees or shrubs listed in this folder. Look it over and notice how your interest and enthusiasm rise.

## LAWYERS

Nobody knows land values better than a lawyer. In his capacity as adviser and legal guardian he often is called upon to decide about mortgages and foreclosures.

EVERY LAWYER CAN TELL YOU OF CASES WHERE THE VALUE OF PROPERTY DECREASED EACH YEAR UNTIL IT WAS NO LONGER WORTH THE AMOUNT OF THE FIRST MORTGAGE.

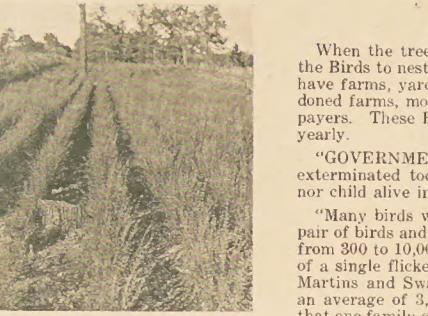
IN MANY CASES THIS COULD HAVE BEEN AVOIDED AND THE LAND WOULD ACTUALLY HAVE INCREASED IN VALUE EACH YEAR IF SOIL CONSERVATION HAD BEEN PRACTICED.

IF YOU DOUBT THE STATEMENTS FOUND IN THIS COPY OF BETZ-BOYD NEWS, JUST ASK YOUR LAWYER.

And too . . .

Many lawyers have ordered from us each year themselves. They have learned that they can have many hours of pleasure out of doors growing plants and trees and that they will also show a substantial profit on the investment.

IF YOU ARE A LAWYER, LOOK OVER THE ITEMS IN THIS LIST AND LET US KNOW IF YOU WANT ADDITIONAL COPIES FOR SOME OF YOUR CLIENTS. WE WILL GLADLY SEND THEM AND YOU WILL BE HELPING IN THE IMPORTANT WORK OF CHECKING SOIL EROSION IN YOUR SECTION OF THE COUNTRY.



Boyd's Amur River South Privet, Seedlings

## CAMPBELL'S TREE BARGAINS

No. C

4 TO 6 FEET HIGH

Well Branched Trees

- 5 AMERICAN SYCAMORE
- 5 BLACK LOCUST
- 5 RED BUD
- 5 TULIP POPLAR
- 5 SILVER MAPLE

**ALL FOR \$9.50**

Express Prepaid.



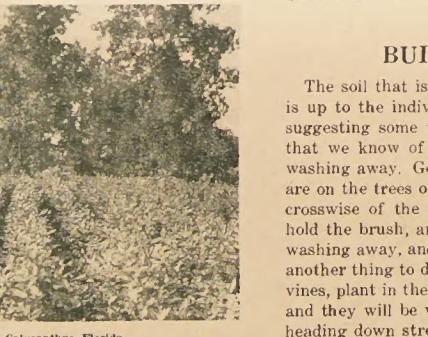
SARCASMIC NEIGHBOR: Don't you know it will be a long, long time before you can get timber from those trees?  
INTERESTED FATHER: Well, sir that I will be getting timber from these before you will from those trees you are NOT planting.

## HEDGE PLANTS

Plant a hedge fence. It will cost you less than the cheapest fence you can build; it will outwear the best fence you can build; it will look better than any fence you can build.

We are large growers of hedge plants, and are thereby enabled to make the following very low prices:

	Per 25	Per 100	Per 250
Privet, California	.75	1.00	2.00
Privet, California	.90	1.50	3.00
Privet, California	1.00	2.25	4.25
Privet, Ibota	.75	1.25	2.50
Privet, Ibota	1.00	2.25	4.25
Privet, Ibota	1.00	2.25	4.25
Privet, Amur River North	.90	1.75	2.75
Privet, Amur River North	1.00	2.50	4.75
Privet, Amur River North	1.25	2.75	5.25
Privet, Amur River South	.50	.75	1.50
Privet, Amur River South	.65	1.00	2.00
Privet, Amur River South	1.00	2.25	4.25



Boyd's Calycanthus Florida

## TREES GONE, "GOODBYE BIRDS!"

When the trees are gone there will not be a place for the birds to nest, which means more woes for people who have farms, yards and lawns. There will be more abandoned farms, more people to be taken care of by the taxpayers. These BIRDS SAVE farmers over \$100,000,000 annually by their destruction of insects and weed seed. It is estimated that in Massachusetts alone birds destroy from May until September, 21,000 bushels of insects daily and in New York 3,000,000 bushels annually.

"GOVERNMENT experts report that, if all birds were exterminated today there would not be a man, woman nor child alive in three years.

"Many birds will eat their weight in insects daily. A pair of birds and their young have been found to consume from 300 to 10,000 insects in a single day. In the stomach of a single flicker Government experts found 5,000 ants. Martins and Swallows have been known to consume an average of 3,000 mosquitoes in a day. It is claimed that one family of Jays will consume 1,000,000 caterpillars in a season. Sparrows are accredited with saving the

farmers of this country more than \$100,000,000 annually

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## SMALL EVERGREENS

	Per 25	Per 100
Juniper, Virginia, Red Cedar	6-12 inch	\$ .75 \$2.00
Juniper, Virginia, Red Cedar	12-18 inch	1.10 3.00
Juniper, Virginia, Red Cedar	18-24 inch	1.50 4.50
Juniper, Irish, transplants	6-8 inch	4.00 10.00
Juniper, Irish, transplants	8-12 inch	5.00 12.00
Juniper, Irish, transplants	12-15 inch	5.50 15.00
Juniper, English	10-12 inch	4.00 11.75
Juniper, Pfitzer	12-15 inch	5.00 11.75
Juniper, Pfitzer	5-8 inch	5.50 15.00
Juniper, Pfitzer	8-10 inch	6.00 17.00
Juniper, Trailing	6-8 inch	3.50 10.00
Arborvitae, American	6-8 inch	3.50 10.00
Arborvitae, American	8-12 inch	4.25 10.00
Arborvitae, Chinese	12-15 inch	5.00 12.00
Arborvitae, Chinese	8-12 inch	6.25 16.00
Arborvitae, Chinese	12-15 inch	7.00 18.00
Arborvitae, Globe	6-8 inch	5.50 15.00
Arborvitae, Globe	8-12 inch	7.50 20.00
Buxwood	6-8 inch	4.00 10.00
Buxwood	6-8 inch	3.00 9.00
Holly, American	6-12 inch	1.25 2.25
Holly, American	12-18 inch	1.75 3.00
Holly, American	18-24 inch	2.25 3.50
Laurel, Mountain	6-12 inch	1.00 1.75
Rhododendron, Maximum	12-18 inch	3.50 5.50
Rhododendron, Maximum	18-24 inch	4.00 7.50
Abelia, Grandiflora	6-12 inch	4.50 14.75
Abelia, Grandiflora	12-18 inch	5.50 17.50
Pink, Austrian	6-8 inch	5.50 15.00
Pine, Austrian	12-15 inch	5.50 17.50
Pine, Austrian	4-5 inch	2.00 6.00
Pine, Mugho	5-8 inch	2.75 8.00
Pine, Mugho	5-8 inch	4.00 10.00
Pine, Scotch	8-12 inch	5.00 15.00
Pine, Scotch	12-18 inch	7.50 18.00
Pine, Shortleaf	12-18 inch	1.25 2.00
Pine, Shortleaf	5-12 inch	.75 1.00
Pine, Virginiana	12-18 inch	1.25 2.00
Spruce, Norway, transplants	4-5 inch	3.50 7.50
Spruce, Norway, transplants	6-8 inch	5.00 12.00
Spruce, White	4-5 inch	1.50 4.50
Spruce, Black Hill	4-6 inch	2.50 5.00
Spruce, Hemlock	6-8 inch	2.75 6.00
Spruce, Hemlock	5-12 inch	1.00 2.50
Spruce, Hemlock	12-18 inch	1.25 4.00
Spruce, Colorado Blue	4-6 inch	5.00 12.50
Spruce, Colorado Blue	6-8 inch	6.00 15.00
Fir, Balsam	4-6 inch	4.75 9.00
Fir, Douglas	4-6 inch	3.50 9.00

## TREES GONE, "GOODBYE TOPSOIL!"

STOP EROSION! Don't let old fields that have almost washed away discourage you; these can be put into something useful. Hall's Honeysuckle is one of the best plants for planting on hillsides where there are deep gullies. They hold back the ground and keep it from washing away and build up the soil putting on a good top soil that has long been washed away. Black Locust are very good for stopping erosion, as well as being valuable for posts. Black Walnuts are an asset to anyone who plants them. Walnut timber is in great demand in Europe at this time. Those who have the timber ready are going to get good prices for their timber. Why not be prepared next time? Start this spring to planting trees and other plants that will be valuable in a few years.

Of course, it requires a little time to get the little trees started, but we must look ahead and prepare for the future. The sooner you get your trees planted the sooner you will start getting paid for your efforts. We urge you to get into this now, don't put it off, but start now.

## DECIDUOUS SHADE TREES

	Per 10	Per 25	Per 100
Ash, Green and White	4-5 feet	\$2.75 \$5.50	
Ash, Green and White	5-6 feet	3.60 8.00	
Balm of Gilead	3-4 feet	2.00 4.50	
Balm of Gilead	4-5 feet	3.50 8.00	
Bladdernut, American	3-4 feet	2.50 5.00	
Bladdernut, American	4-5 feet	3.50 8.00	
Beech, American	5-6 feet	4.50 7.50	
Catalpa, Common	6-7 feet	3.00 7.50	
Catalpa, Common	5-6 feet	1.50 3.00	
Cockspur Thorn	4-5 feet	9.00 15.00	
Cockspur Thorn	5-6 feet	12.00 20.00	
Crab, Wild Sweet	4-5 feet	5.50 12.00	
Crab, Wild Sweet	5-6 feet	5.50 13.75	
Dogwood, White Flowering	3-4 feet	4.50 9.00	
Dogwood, White Flowering	4-5 feet	9.00 18.00	
Dogwood, White Flowering	5-6 feet	11.00 23.00	
Dogwood, Red Flowering	2-3 feet	.50 1.50	
Dogwood, Red Flowering	3-4 feet	10.00 22.00	
Dogwood, Red Flowering	3-4 feet	15.00 32.00	
Elm, American	4-5 feet	4.50 10.00	
Elm, American	5-6 feet	5.50 12.00	
Elm, Chinese	5-6 feet	5.00 10.00	
Elm, Chinese	5-6 feet	5.50 14.00	
Fringe, White	3-4 feet	5.50 12.00	
Fringe, White	4-5 feet	7.50 15.00	
Great Silver Bell	3-4 feet	4.50 7.50	
Kentucky Coffee Tree	3-4 feet	3.50 6.75	
Larch, Japanese	3-4 feet	3.00 6.00	
Leatherwood	4-5 feet	4.50 9.00	
Linden, American	4-5 feet	4.50 7.50	
Linden, American	5-6 feet	5.50 11.75	
Locust, Black	4-5 feet	2.00 4.50	
Locust, Black	5-6 feet	3.00 6.50	
Locust, Black	6-8 feet	4.25 9.00	
Maple, Hard or Sugar	5-6 feet	7.50 15.00	
Maple, Hard or Sugar	6-7 feet	9.00 18.00	
Maple, Silver	5-6 feet	3.50 7.50	
Maple, Silver	6-7 feet	4.25 9.00	
Magnolia, Cucumber	3-4 feet	4.50 10.00	
Magnolia, Cucumber	4-5 feet	5.50 12.00	
Magnolia, Umbrella	3-4 feet	4.50 10.00	
Magnolia, Umbrella	4-5 feet	5.50 12.00	
Pear, Flowering (red, pink and white)	2-3 feet	3.50 8.00	
Peach, Flowering (red, pink and white)	3-4 feet	4.00 9.75	
Persimmon, American	4-5 feet	4.50 9.00	
Persimmon, American	5-6 feet	5.50 12.00	
Persimmon, American	6-7 feet	6.50 15.00	
Persimmon, American	7-8 feet	7.50 18.00	
Persimmon, American	8-9 feet	8.50 20.00	
Persimmon, Chinese	5-6 feet	4.50 9.00	
Persimmon, Chinese	6-7 feet	5.50 12.00	
Persimmon, Chinese	7-8 feet	6.50 15.00	
Persimmon, Chinese	8-9 feet	7.50 18.00	
Persimmon, Chinese	9-10 feet	8.50 20.00	
Persimmon, Chinese	10-11 feet	9.50 22.00	
Persimmon, Chinese	11-12 feet	10.50 24.00	
Persimmon, Chinese	12-13 feet	11.50 26.00	
Persimmon, Chinese	13-14 feet	12.50 28.00	
Persimmon, Chinese	14-15 feet	13.50 30.00	
Persimmon, Chinese	15-16 feet	14.50 32.00	
Persimmon, Chinese	16-17 feet	15.50 34.00	
Persimmon, Chinese	17-18 feet	16.50 36.00	
Persimmon, Chinese	18-19 feet	17.50 38.00	
Persimmon, Chinese	19-20 feet	18.50 40.00	
Persimmon, Chinese	20-21 feet	19.50 42.00	
Persimmon, Chinese	21-22 feet	20.50 44.00	
Persimmon, Chinese	22-23 feet	21.50 46.00	
Persimmon, Chinese	23-24 feet	22.50 48.00	
Persimmon, Chinese	24-25 feet	23.50 50.00	
Persimmon, Chinese	25-26 feet	24.50 52.00	
Persimmon, Chinese	26-27 feet	25.50 54.00	
Persimmon, Chinese	27-28 feet	26.50 56.00	
Persimmon, Chinese	28-29 feet	27.50 58.00	
Persimmon, Chinese	29-30 feet	28.50 60.00	
Persimmon, Chinese	30-31 feet	29.50 62.00	
Persimmon, Chinese	31-32 feet	30.50 64.00	
Persimmon, Chinese	32-33 feet	31.50 66.00	
Persimmon, Chinese	33-34 feet	32.50 68.00	
Persimmon, Chinese	34-35 feet	33.50 70.00	
Persimmon, Chinese	35-36 feet	34.50 72.00	
Persimmon, Chinese	36-37 feet	35.50 74.00	
Persimmon, Chinese	37-38 feet	36.50 76.00	
Persimmon, Chinese	38-39 feet	37.50 78.00	
Persimmon, Chinese	39-40 feet	38.50 80.00	
Persimmon, Chinese	40-41 feet	39.50 82.00	
Persimmon, Chinese	41-42 feet	40.50 84.00	
Persimmon, Chinese	42-43 feet	41.50 86.00	
Persimmon, Chinese	43-44 feet	42.50 88.00	
Persimmon, Chinese	44-45 feet	43.50 90.00	
Persimmon, Chinese	45-46 feet	44.50 92.00	
Persimmon, Chinese	46-47 feet	45.50 94.00	
Persimmon, Chinese	47-48 feet	46.50 96.00	
Persimmon, Chinese	48-49 feet	47.50 98.00	
Persimmon, Chinese	49-50 feet	48.50 100.00	
Persimmon, Chinese	50-51 feet	49.50 102.00	
Persimmon, Chinese	51-52 feet	50.50 104.00	
Persimmon, Chinese	52-53 feet	51.50 106.00	
Persimmon, Chinese	53-54 feet	52.50 108.00	
Persimmon, Chinese	54-55 feet	53.50 110.00	
Persimmon, Chinese	55-56 feet	54.50 112.00	
Persimmon, Chinese	56-57 feet	55.50 114.00	
Persimmon, Chinese	57-58 feet	56.50 116.00	
Persimmon, Chinese	58-59 feet	57.50 118.00	
Persimmon, Chinese	59-60 feet	58.50 120.00	
Persimmon, Chinese	60-61 feet	59.50 122.00	
Persimmon, Chinese	61-62 feet	60.50 124.00	
Persimmon, Chinese	62-63 feet	61.50 126.00	
Persimmon, Chinese	63-64 feet	62.50 128.00	
Persimmon, Chinese	64-65 feet	63.50 130.00	
Persimmon, Chinese	65-66 feet	64.50 132.00	
Persimmon, Chinese	66-67 feet	65.50 134.00	
Persimmon, Chinese	67-68 feet	66.50 136.00	
Persimmon, Chinese	68-69 feet	67.50 138.00	
Persimmon, Chinese	69-70 feet	68.50 140.00	
Persimmon, Chinese	70-71 feet	69.50 142.00	
Persimmon, Chinese	71-72 feet	70.50 144.00	
Persimmon, Chinese	72-73 feet	71.50 146.00	
Persimmon, Chinese	73-74 feet	72.50 148.00	
Persimmon, Chinese	74-75 feet	73.50 150.00	
Persimmon, Chinese	75-76 feet	74.50 152.00	
Persimmon, Chinese	76-77 feet	75.50 154.00	
Persimmon, Chinese	77-78 feet	76.50 156.00	
Persimmon, Chinese	78-79 feet	77.50 158.00	
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